

Message Text

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PAGE 01 STATE 219843

17/16

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03

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66604

DRAFTED BY COM/BIC/OED/MEPD/262:TJASPER

APPROVED BY EB/OCA/REP:LAKLIEFORTH

COM/BIC/OED/MEPD/262:JOHN M SANDS

COM/BIC/OED/MEPD/262:CATKINS

COM/BIC/OIM:TJOHNSON (INFO)

STATE/ARA/BR:AWATSON (PHONE)

----- 061916

R 072203Z NOV 73

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

AMEMBASSY BRASILIA

AMCONSUL SALVADOR

UNCLAS STATE 219843

E.O. 11652: N/A

TAGS: ENRG, BR

SUBJECT: PETROQUISA PETROCHEMICAL COMPLEX

REF: RIO DE JANEIRO 3895

1. MAJOR EXPORT PROJECTS DIVISION APPRECIATES CONGEN SUGGESTION THAT VINCENTE PERRONI CONTACT US DURING HIS VISIT TO WASHINGTON. THE MEPD STAFF MET WITH PERRONI DISCUSSED THE PETROCHEMICAL COMPLEX AND OFFERED TO ACT AS A FOCAL POINT FOR PETROQUISA IN ITS DEALINGS WITH THE U.S.G. AND THE U.S. FIRMS INVOLVED IN THE PROJECT.

2. MEPD HAS CONTACTED LUMMUS AND STONE AND WEBSTER IN REGARDS TO THEIR PARTICIPATION IN THE PROJECT. BOTH FIRMS WILL SUBMIT BID ON NOVEMBER 19 AS PRIME CONTRACTOR AND UNCLASSIFIED

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PAGE 02 STATE 219843

TOTAL PROJECT MANAGER FOR THE RAW MATERIALS CENTER. MEPD

SUGGESTED THAT FIRMS SUBMIT A STATEMENT FOR MEPD/CONGEN USE WHEN REPRESENTING THE FIRMS INTERESTS WITH PETROQUISA. COMMERCE WILL FORWARD TO CONGEN AS SOON AS WE RECEIVE THE DOCUMENTS.

3. BOTH FIRMS BELIEVE USG SUPPORT WILL BE VITAL IN WINNING PETROQUISA CONTRACT. AT THIS TIME USG STRATEGY SHOULD BE TO CONVINCE PETROQUISA THAT IT IS POINTLESS TO DEAL WITH GERMANS (LINDE) BECAUSE THEY CAN RECEIVE THE BEST POSSIBLE PACKAGE OUT OF NEGOTIATING WITH THE TWO U.S. FIRMS. AN IMPORTANT VARIABLE WILL BE GERMAN FINANCING AND CONGEN SHOULD DETERMINE HOW LINDE WILL FINANCE ITS PROPOSAL (FYI: PERRONI STATED THAT HE WOULD NOT BE REQUESTING FINANCING FROM GERMAN EXIMBANK.)

4. MR. H.N. HUGHES, STONE AND WEBSTER, AND MR. G.R. LAWRENCE, LUMMUS, WILL CONTACT CONGEN (TAHER) ON THEIR ARRIVAL IN RIO. REQUEST THAT CONGEN SUPPORT BOTH FIRMS IN THEIR MEETINGS WITH PETROQUISA. REQUEST THAT EMBASSY KEEP MEPD INFORMED OF DEVELOPMENTS. RUSH

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